

GEK TERNA
GROUP OF COMPANIES

FY 2017 Results
GEK TERNA

Highlights

Sales	Ch	EBITDA adj*	Ch	PBT	Ch	Net Income	Ch
1.185	+1.8%	273.9	+11.2%	153.4	+63.8%	69.7	+103%

*adjusted for non cash items, n/a= non applicable

Developments

- ➔ Increased stake (75%) in Ionian & E65 toll roads triggers full consolidation - Roads' concessions started generating long term stable income for GEK TERNA
- ➔ Construction delivers c124m EBITDA in FY 2017, compared to c149m in FY 2016 – backlog remains high (c1.8 billion)
- ➔ Total installed, under construction RES capacity: 1166 MW

Segments – Results

million €	SALES			EBITDA			EBIT			NET INCOME bm		
Segments	FY 17	FY 16	Ch%	FY 17	FY 16	Ch%	FY 17	FY 16	Ch%	FY 17	FY 16	Ch%
Construction	899,5	954,9	-5,8%	126,2	153,4	-17,7%	106,4	128,2	-17,0%	48,7	69,5	-29,9%
Renewables	173,0	151,1	14,5%	128,9	109,2	18,1%	90,7	67,0	35,4%	23,0	18,1	26,5%
Thermal Energy	13,6	31,8	-57,2%	1,0	0,4	118,8%	1,0	0,4	126,6%	1,8	2,1	-13,5%
Real Estate	2,7	5,8	-54,1%	15,6	-5,0	n/a	11,4	-8,8	n/a	2,9	-6,3	n/a
Concessions	88,6	15,5	n/a	12,1	-0,4	n/a	4,8	-0,9	n/a	8,7	0,6	n/a
Industrial	7,9	4,2	88,6%	-2,5	-3,8	34,0%	-4,3	-5,0	14,2%	-5,6	-8,2	31,3%
Holding	0,1	0,2	-73,9%	-1,5	-1,1	-36,8%	-1,5	-1,1	-36,5%	15,3	-30,1	150,8%
Total	1.185,5	1.163,5	1,9%	279,9	252,8	10,7%	208,4	179,8	15,9%	94,8	45,8	106,9%

n/a = non applicable

Segments - Highlights

Concessions

Increased stake in Motorways – now at 75%,
generating stable, long term income for GEK TERNA – new Kastelli
Airport will boost the concessions' portfolio

Construction

Strong profitability in FY - Backlog still at high level
(c1.8 billion)

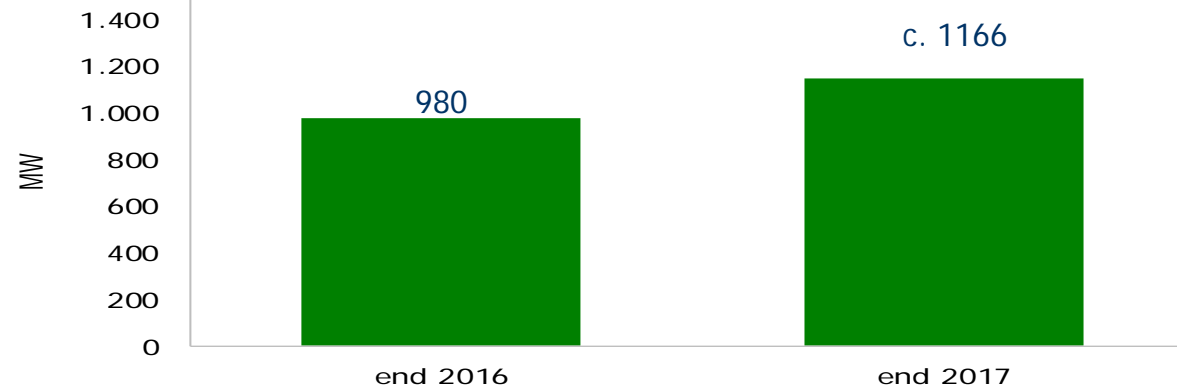
Segments - Highlights

Thermal Energy

Financial performance stable – Promising outlook in supply

Renewable Energy

986 MW installed – 178 MW currently under construction



Segments - Highlights

Mining

Completing investments in Magnesite mine

Real Estate

Completion in Bulgarian assets triggers revaluation – c11 million profit

PROJECT TYPE	GROSS ASSET VALUE at books (mil)	
	VALUE	%
PARKING SPACES	0,9	0,5%
WAREHOUSES - INDUSTRIAL BUILDINGS	2,6	1,4%
OFFICES - COMMERCIAL	88,8	50,2%
HOTEL - RESIDENTIAL	19,0	10,7%
LAND	52,4	29,6%
ENTERTAINMENT PARKS	9,9	5,6%
PROJECTS UNDER DEVELOPMENT	3,3	1,9%
TOTAL	176,9	100,0%
GREECE	80,0	45,2%
ABROAD	96,9	54,8%

Strategy

Concessions cash flow to boost cash flow to equity / Kastelli to enhance portfolio size and returns

Construction cash flow will support investments of the Group – positive outlook for the coming years

In Renewables, 986 MW totally installed increases cash available to shareholders ie GEK TERNA

Magnesite mine is a new stable activity which further improves risk profile of the Group

Key consolidated BS items – Net Financial Debt

NET DEBT	FY 2017	FY 2017
<i>Construction</i>	<i>(234,6)</i>	<i>(326,7)</i>
<i>Renewables</i>	<i>589,1</i>	<i>578,8</i>
<i>Thermal</i>	<i>(0,5)</i>	<i>(0,8)</i>
<i>Real Estate</i>	<i>110,0</i>	<i>107,1</i>
<i>Industrial</i>	<i>42,2</i>	<i>37,7</i>
<i>Concessions</i>	<i>549,1</i>	<i>144,7</i>
<i>Holding</i>	<i>28,8</i>	<i>15,4</i>
<i>Total</i>	<i>1.084,1</i>	<i>556,3</i>
<p><i>Net Financial Debt increased in Q4 2017 mostly due to full consolidation of the motorways (537 million net debt on a non recourse basis)</i></p>		

APPENDIX

Financial Data

Amounts in '000 euros

Balance Sheet

BALANCE SHEET – FY 2017			
	31.12.2017		31.12.2016
<u>ASSETS</u>			
Fixed assets	1.246.267		1,087,192
Real estate investments	113.705		88,230
Intangible assets	838.508		81,069
Participations and other long-term financial assets	481.514		391,295
Inventories	54.365		56,606
Trade receivables	344.509		398,037
Other current assets	370.534		359,177
Cash & cash equivalents	642.227		621,003
Non current assets available for sale	2.126		1,884
TOTAL ASSETS	4.093.755		3,084,493
<u>EQUITY AND LIABILITIES</u>			
Share capital	58.951		58,951
Other equity	429.930		324,898
Total shareholders' equity	488.881		383,849
Minority interests	279.274		214,656
Total Equity	768.155		598,505
Long term bank debt	1.244.266		844,001
Provisions/ Other L/T Liabilities	901.803		627,188
Short term bank debt	482.039		180,247
Other S/T Liabilities	697.492		834,552
Liabilities of non current assets available for sale	0		0
TOTAL LIABILITIES	3.325.600		2,485,988
TOTAL EQUITY AND LIABILITIES	4.093.755		3,084,493

Profit & Loss

PROFIT & LOSS FY 2017		
	1/1 - 31/12	1/1 - 31/12
	2017	2016
Continuing Operations		
Net Sales	1.185.531	1.163.480
Cost of goods sold	(950.382)	-950.579
Gross Profit	235.149	212.901
Administration Expenses	(46.125)	-36.873
RnD Expenses	(1.548)	-1.682
Other Income/expenses	(5.797)	-16.075
Operating results	18.179	-14.037
Net Financial Income/Expenses	(46.408)	-50.615
Pre tax profit	153.450	93.619
Taxes	(58.663)	-47.800
Net Profit from continuing operations	94.787	45.819
Other income recognized directly in Equity from:		
Profit /Loss from the evaluation of financial assets available for sale	21.244	-1.792
Profits to the part of the joint venture's other comprehensive incomes	1.267	-72
Profits to the part of the associate's other comprehensive incomes	(52)	-166
Profit/Loss from evaluation of cash flow hedging contracts	6.093	-873
Profit/Loss from Foreign exchange differences from foreign operations	(289)	4.346
Other comprehensive income	22.008	1.385
Expenses of share capital increase	(60)	-172
Actuarial losses on defined benefit pension plan	348	82
Tax which corresponds to the above results	(7.774)	-324
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	137.572	48.233
Net results attributed to:		
Shareholders of the parent from continued activities	69.816	34.262
Minority interest from continued activities	24.971	11.557
Total income attributed to:		
Shareholders of the parent from continued activities	111.266	37.037
Minority interest from continued activities	26.306	11.196
Earnings per share (in Euro)	0,7157	0.34560

CASH FLOW

CASH FLOW STATEMENT – FY 2017		
	1/1-31/12/2017	1/1-31/12/2016
<u>Operating activities</u>		
Profit before tax	153.450	93.619
Plus/less adjustments for:		
Depreciation	73.657	77.418
Provisions	2.582	18.435
Interest income and related income	(18.713)	(8.263)
Interest expenses and related expenses	77.729	60.254
Amortization of grants	(8.125)	(11.046)
Other adjustments	(1.579)	28.697
<u>Operating profit before changes in working capital</u>	279.001	259.114
Plus/Less adjustments for working capital account movements or movements related to operating activities:		
Decrease / (increase) in inventories	(14.535)	1.584
Decrease / (increase) in receivables	(13.541)	35.240
(Decrease) / increase in liabilities (other than to banks)	(168.447)	72.331
(Less):		
Taxes paid	(74.862)	(57.093)
Inflows/outflows of non continuing operating activities	0	0
<u>Total inflows / (outflows) from operating activities (a)</u>	7.617	311.176
<u>Investing activities</u>		
Purchases of tangible. intangible assets & investment properties	(259.992)	(170.329)
Interest received	3.187	1.502
(Purchases)/sales of participations and securities	(1.210)	(27.573)
Other adjustments	(90.081)	(26.256)
Inflows / outflows of non continuing investing activities	0	0
<u>Total inflows / (outflows) from investing activities (b)</u>	(167.934)	(222.656)
<u>Financing activities</u>		
Share capital's refund of the subsidiaries to the shareholders	(3.322)	0
Purchases of treasury shares	(4.280)	(4,362)
Net change in short-term loans	44.270	4,498
Net change in long-term loans	125.089	232,818
Leasing payments	(4.456)	(4,983)
Interest and related expenses paid	(74.909)	(6,177)
Dividends paid	(6.675)	(55,697)
Payments/Collections from increases/decreases of subsidiaries share capital	0	1.125
Other adjustments	112.001	(2,884)
<u>Total inflows / (outflows) from financing activities (c)</u>	187.718	164,338
<u>Effect of FX differences on cash equivalents (d)</u>	(6.177)	2,508
<u>Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c) + (d)</u>	(21.224)	255.366
Cash and cash equivalents at the beginning of the period	621.003	365.637
Cash and cash equivalents at the end of the period	642.227	621.003